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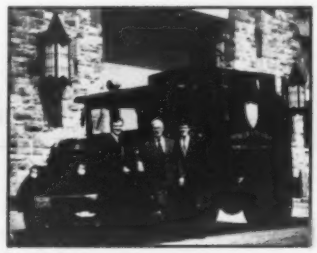

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NAFA LIGHT TRUCK

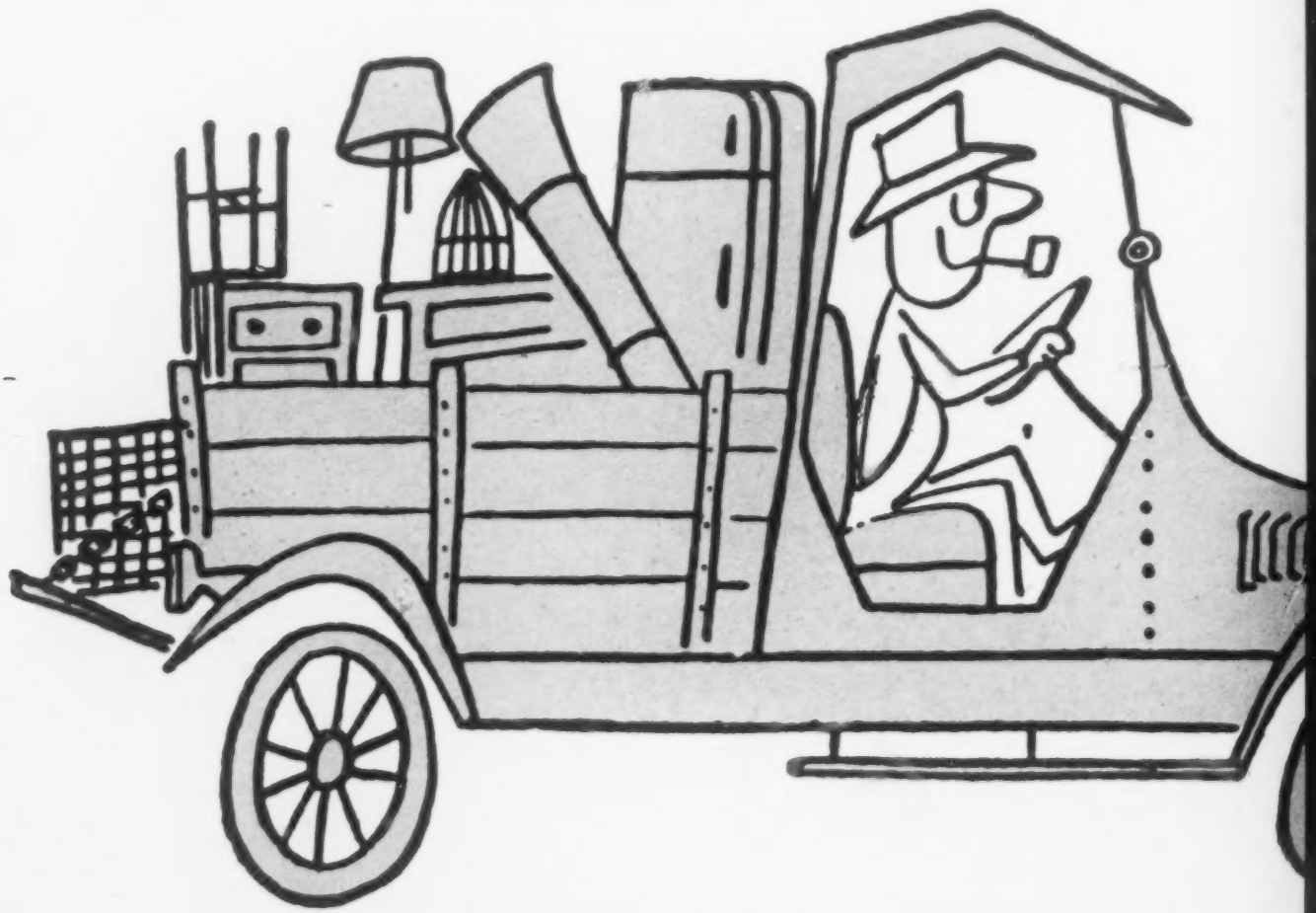
The NAFA Light Truck Survey was published in *NAFA Fleet Executive* (September 1990) and *NAFA Newsletter* (December 1990). The purpose of gathering statistics on light trucks is to establish a networking system for NAFA Members whose fleets contain such vehicles.

Also, it is hoped that a light truck manual will be produced. Such a manual would be formatted in a way that if someone had a question about a certain alternate fuel, for instance, he or she would look in the manual under that category to find the names and phone numbers of fellow NAFA Members involved with that fuel. NAFA will inform Members and Affiliates regarding the availability of the manual.

A total of 192 responses was received by the cut-off date. Of those, 35 respondents manage public service fleets. The answers indicated that NAFA has a solid base upon which to build a light truck networking group.

Of the 192 respondents, 142 indicated an interest in participating in a light truck network manual, 152 are interested in education on light truck fleet management and 130 would attend light truck seminars.

The majority of vehicles in respondent's fleets (159 responses) was full size vans, while 156 indicated that their fleet was mostly mini vans and 152 said their fleets contained pickups. A surprising number of respondents, 110, indicated that they manage Class 4 trucks (up to 14,000) and 104 manage Class 5-7 trucks (over 14,000-33,000).



SURVEY RESULTS

Although there was no Class 8 category on the survey form, a few respondents penciled in "Class 8 vehicles." The answers clearly indicate that of those who manage light duty trucks, their responsibilities involve a variety of vehicles.

Fuel has become an important concern to all NAFA Members and Affiliates. When asked which type of fuel(s) is being utilized, 98 respondents indicated diesel, 35 utilize CNG, 37 propane, 25 are dealing with dual fuel vehicles, seven are using electricity and eight are involved in methanol. Seventy-one of the respondents were involved in central fueling and 73 in central maintenance.

A Masters Forum on Light Duty Trucks will be held March 5, 1991 in Dallas/Fort Worth. A report will be published in a later issue of *Fleet Executive*.

NAFA and the Light Truck Committee (Andy T. Collins, Chairperson) thank those who took the time to respond to this timely, important survey.

Light Truck Survey Responses

The figure to the left of each category indicates the actual number of respondents who placed check marks next to that category.

142	Interested in participating in a light truck network manual
152	Interested in education on light truck fleet management
130	Interested in participating in a light truck seminar
156	Mini-vans
152	Pick-ups
159	Vans
58	Cut-aways
123	Cab-chassis
28	Stripped chassis
25	Dry freight bodies
62	Flat bed bodies
13	Refrigerated bodies
70	Special bodies (wrecker, digger, etc.)
37	Propane
35	Compressed Natural Gas
8	Methanol
25	Dual-fuel
7	Electricity
98	Diesel
57	Walk-in vans
71	Upfitting
112	Decals
29	Retrofitting (engines)
48	Refurbishment (rehab)
71	Central fueling
73	Central maintenance
45	Extended warranties
154	GM
158	Ford
123	Dodge
26	Imports
145	Class 2-3 (up to 10,000)
110	Class 4 (up to 14,000)
104	Class 5-7 (over 14,000-33,000)
15	Bailment pools